

Balanx UK, an FCA-regulated investment firm specializing in Latin American and Emerging Markets fixed income, is seeking an experienced Emerging Markets Sales professional to join our growing London team.

What We're Looking For

- 5–10 years of experience in Institutional Sales, Emerging Markets Sales, or Sales Trading within global financial markets.
- Strong institutional client relationships across the UK, Europe (Germany, Scandinavia, Southern Europe), the Middle East, or Asia.
- Proven track record of developing institutional client accounts, generating trading flow, and contributing to revenue growth.
- Strong commercial mindset, work ethic, and collaborative approach.
- Ability to work closely with our global trading desks (London, Buenos Aires, Montevideo) to deliver 90%+ risk-free execution or agency trading.
- Familiarity with Emerging Markets and LatAm corporates is preferred.
- Self-starter able to leverage high-quality research and primary market capabilities.
- Willingness to travel internationally and work hours aligned with New York market activity.
- Spanish is a plus.

Competitive base salary and a highly attractive performance-based variable compensation structure, designed to reward strong results throughout the year.

Preference for candidates already based in the United Kingdom, although relocation may be considered for exceptional profiles with proven institutional relationships.

Only candidates with existing relationships in the regions mentioned and the specific experience in EM Fixed Income or very closely related will be considered.